Office management of the digital variety

By Chadette Maragh, today Staff

Dental office-management education topped the schedule on Tuesday of the Greater New York Meeting as dental professionals of all types flocked to educational workshops and seminars with a Big Apple appetite for the latest in techniques and practices. Pioneers of paperless invoicing and payment processing, Dentrix provided dental practitioners with a half-day workshop, “The Dentrix Insight,” sponsored by Henry Schein Dental. Detailing effective approaches of simplifying insurance billing, schedule management and more to ensure a profitable and productive work environment, the three-hour morning event explored Dentrix’s expert-approved tricks and tips of the trade, making for an insightful experience for attendees.

The KaVo Kerr Group booth (No. 3618) is set up as an educational theater, with presentations on dental technology offered all day. (Photos/Fred Michmershuizen, today Staff)

Step right up

By Fred Michmershuizen, today Staff

Today is the last day of the 2014 Greater New York Dental Meeting. If you are here to explore the latest in dental technology, products and services, you are in the right place.

Narrow-Body Implants

Learn more about narrow-body implants at First Fridays, hands-on workshop at Dentatus’ Implant Center in New York City.

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Product Demos @ GNYDM # 1714

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Scenes from the GNYDM

- Dental students take a fun photo opportunity with a giant toothbrush at the Crest Oral B booth, No. 1226, Tuesday at the GNYDM.

- Visit Supersmile at booth No. 1308 to check out the company’s extensive whitening options available on site at this show.

- Lucinda Rogers, right, and Katherine Leigh invite you to visit the Propel Orthodontics booth, No. 418, to learn about how Propel drivers can facilitate accelerated orthodontics.

Photos by Fred Michmershuizen and Sierra Rendon, today Staff
Dr. William Tant talks about the benefits of Planmeca’s ProMax Mid at booth No. 4028.

Stop by the Sensodyne booth, No. 618, and you can attend a mini-symposium, check out the interactive tables, visit the brushing station and, finally, take home a great goody bag of samples!

Dyan Jayjack of Henry Schein ProRepair (booth No. 4536).

The folks at SS White (booth No. 2814) show off their pearly whites.

Stop by the MIS booth, No. 1423, and ask about the new MGUIDE Surgical Templates.

Sam Turner, left, and Lindsay Allen of Coltene (booth No. 4202).

Derrick Parks of Beyes Dental Canada (booth No. 4500).

Mike Lofreso, left, and Chris Podley of CareCredit (booth No. 4212).

The folks at SS White (booth No. 2814) show off their pearly whites.
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Visit booth #4015/4212 to learn new ways to help patients access care.

*Subject to credit approval.
Head over to the Ultradent booth, No. 409, to learn about the company’s many whitening options, including Opalescence Boost, Opalescence Go and Opalescence Take-Home Whitening kits.

Susan Miller helps attendees at the PhotoMed booth, No. 800, pick out the best camera for dental photography.

Dean Paul Hart, left, and Frederick Hart of Baby Buddy/Compac Industries (booth No. 4239).

From left: Brant Herman, Harriet Norris and Bob Bellhouse of Mouthwatch (booth No. 3937).

Dustin Skoubo, left, and Kimberly Byer of PureLife Dental (booth No. 2808).

The DENTRIX Insight Workshop’ is presented Tuesday morning.

Cami Hardy of Joey Boards USA (booth No. 5403).

From left: Anna Korpivaara, Brian Forth and Patrik Renholm of Futudent (booth No. 5221).
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*According to “Efficacy of ProMax Bitewings vs. Intraoral Bitewings.” For a copy of this study, please contact Planmeca USA.

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Booth # 4028

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or visit us on the web at
www.planmecausa.com

PLANMECA
Daniel Ferrari, left, and Nathalie Gartler of Sulzer MixPac (booth No. 4822).

W. Michael Simko, left, and Susan DiGiamambattista of Trojan Professional Services (booth No. 5015).

Want to try out some ‘Amazing’ gloves? Stop by booth No. 1015 and pick up gloves so ‘Amazing’ and thin, you’ll fly through your day!

If you look hard enough, you just might find some ninja turtles on the exhibit hall floor!

Dane Carlson shows off a Seiler precision microscope on display with DC Dental Supplies (booth No. 5200).

From left: Cliff Jackson, Esther Rahinovich and Matt Robinson of IQ Dental Supply (booth No. 2203).

From left: Kara Caputo, Vito Ardito and Andrine Gordon at the hearing testing van on the exhibit hall floor.

Adolfo Valdiva, left, Scott Bandy of Snap On Optics (booth No. 1022).

Jill Beckman, left, and Allison Jones of the Academy of General Dentistry (booth No. 5703).

From left: Jenny Reichert, RDH, Janie Wright, RDH, and Jason Burke at the Preventech booth (No. 4210).
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There is a better way (and LVI can show you how to get there)

By Mark Duncan, DDS, LVIF, FAGD, FICCMO, Clinical Director, LVI

You know how those days go—all morning long, it felt like you were struggling to keep on track with the schedule. Your team is frustrated because they haven’t had their full hour lunch more than one day a week in as long as they can remember.

You walked by the sterilization room 15 minutes ago, and it sure sounded like they were complaining to each other because you said to work in that emergency, and they were struggling to figure out how to get to their kid at daycare on time. Again.

You want them to enjoy working here, but you have to be able to pay the bills. And your best assistant asked you again if she can have that raise you have been promising her. Don’t they understand?

Today will be another day of three chairs and patient after patient asking you questions about treatment, all eager to get started with getting their mouth fixed, but yet you still won’t see any of them show up on the schedule. They said they wanted to do the work, but for some reason, they never seem to come back and do it.

They say insurance doesn’t cover it, or they ask for a pre-determination. Too bad they don’t know the pre-determination doesn’t mean much.

Today, you have 27 patients on your schedule and will work your butt off and still not have a chance to pee. It looks like you should be able to be done by 5, but today will finish worse than yesterday.

It feels like half of your patients are crankier than you are, and your team isn’t really talking to you today, and you know when you get home, all you will want to do is go to sleep and wake up on Saturday—except it’s still Tuesday!

It doesn’t make sense—you have taken C.E. courses every time they come to town. The new insurance plan was supposed to make things easier. You bought a bunch of new equipment to save money on taxes—of course now you have to pay for it every month—but why does it seem like the harder you work, the further behind you get? There has to be a simple reason.

Well, it turns out there actually is—and it’s something that you learned when you were about 5! Do unto others. More specifically, build systems in your office so that you can treat your patients the way you would want to be treated—comprehensively and with exceptional information to make good decisions—and produce a consistent experience time after time.

While doing that, add exceptional care—esthetic adhesive excellence like you see in the journals. But how? Well, the answer happens to be the foundation that LVI was built upon—building the excellence in a patient-centered practice. And the programs at LVI have been teaching clinical excellence and communication and business systems for almost 20 years to help doctors do a better job of not only seeing the patient but, more importantly, connecting with them. Two decades of not only communication but comprehensive diagnosis and clinical excellence. As a result, the doctors at LVI have a statistically higher professional satisfaction and income.

Isn’t it time you go find out what they are doing differently? Yes. Yes, it is—and congratulations on the journey you are about to start.

For more information
For more information on the Las Vegas Institute for Advanced Dental Studies, visit www.lviglobal.com.

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Come See Us
No matter whether you are a general dentist, a specialist, a hygienist or an office assistant, there is something here for you.

On the exhibit hall floor, you can find hundreds of exhibiting companies that have plenty to offer.

At booth No. 3618, you can sit down and take in an educational presentation on many of the offerings available under the KaVo Kerr Group’s global portfolio of dental brands. All day long, speakers are offering information on KaVo, Kerr, Kerr Total Care, Pentron, Axis | Sybron Endo, Orascoptic, Pelton & Crane, Marus, Gendex, DEXIS, Instrumentarium, SOREDEX, i-CAT, NOMAD, Implant Direct and Ormco.

Henry Schein Dental, located in the 4000 aisle, also has a wide range of resources available for dental professionals, including new advancements in digital imaging.

“We have multiple platform offerings – anywhere from an Apple OS to a Windows platform to a cloud version – so what we have seen this year is a big advancement in doctors wanting to move to different platforms and engage more in the cloud-type systems,” said Kim Diamond of Henry Schein Dental. “They want to include all of those types of technologies and integrate 3-D imaging, the digital workflow, 2-D intraoral imaging and scanning.”

What Henry Schein has been working on, Diamond said, is pulling these into one storage base. “We have seen a lot of activity in that area, and a lot of sales in that area,” she said.

You can learn more at Henry Schein Practice Management Solutions (booth No. 4627).

Henry Schein ProRepair (booth No. 4536), meanwhile, is offering a course on how to care for and maintain handpieces and other small equipment. The course is being held today from 2 to 5 p.m. in the 5800 aisle, Room 3.

“One of the best ways to maximize the life of handpieces is to learn how to properly care for them and to do some basic repairs in the office,” said Dyan Jayjack of Henry Schein ProRepair.

You can learn more at Henry Schein ProRepair.
Unique isotopic laser vaporizes enamel with virtually no pain

Solea laser leaves patients smiling

By Robert Selleck, today Staff

If you have a hard time believing the Solea laser guarantee about working 90-percent anesthesia free, the GNYDM exhibit hall offers a perfect opportunity to see the device up close and try it yourself.

Four of the Solea units are set up in the Convergent Dental booth, No. 4831. And if activity in the booth Tuesday morning was representative of the preceding days, a steady stream of dental professionals has been taking the system for a test drive.

“It’s virtually anesthesia free and blood free,” Convergent Dental CEO Michael Cataldo said in an interview in the booth Tuesday. “We have dentists telling us they’re achieving 95- and 99-percent anesthesia-free procedures with it.”

It’s that feedback from dentists using the isotopic CO 2 laser system that has given Convergent the confidence to back the product with an attention-getting guarantee: If you don’t perform at least 90 percent of your Solea procedures anesthesia-free within 90 days, you can return the system and get your money back.

Unlike erbium systems that vaporize water and chip away enamel, the Solea, operates at a wavelength that nears peak absorption of hydroxyapatite (essentially, enamel), thus vaporizing the enamel itself, Cataldo explained. “That’s why it’s so fast and precise,” he said. “It’s very, very fast on hard tissue and very effective on soft tissue also.”

As more dental professionals embrace the technology, Convergent has come to realize another benefit: Dentists report being able to perform more procedures because of the efficiencies.

“Our dentists don’t spend time injecting patients and waiting for them to get numb. Our dentists can do multi-quadrant dentistry, with patients going straight from the hygienist to the procedure,” Cataldo said. When those time savings are added to no longer needing to spend so much time controlling blood, especially with many soft-tissue procedures such as removal of a polyp, the time-savings in the course of a day add up.

“We have dentists telling us they’re doing six, eight, even 10 more procedures per day,” Cataldo said.

The Solea system also differentiates itself with its computerized control and software. The computer-driven motors manipulate mirrors to modify the laser pulse rate, which enables greater control of speed, greater precision and marked reduction in patient sensitivity. A recent software upgrade advanced the computer-control capabilities even further, with some dentists reporting being able to cut certain procedure times in half following the upgrade, Cataldo said.

“We specifically designed the platform to be upgradeable over time,” Cataldo said. And the upgrades are automatically provided to keep users up-to-date with the latest version of the system. Recently, the company even upgraded handpieces on all of the version-1 systems in the field.

“It’s non-invasive and reliably anesthesia free,” Cataldo said, emphasizing the word reliably. “You can count on it. That means as soon as the patient is in the chair, you can go to work.”

‘We have dentists telling us they’re doing six, eight, even 10 more procedures per day.’

Here at the GNYDM

Learn more about Solea lasers at the Convergent Dental booth, No. 4831. You also can visit www.convergentdental.com, where a number of videos are available on the landing page. Be sure to watch the interview with young Sophia to hear her describe what it was like to have her cavities filled by Dr. Lawrence Kotlow, with no need for anesthesia.
The new EyeSpecial C-II autofocus smart digital camera, available from Shofu Dental Corp., is designed to make taking high-quality, professional-level photographs simple for dentists and assistants.

"From my perspective, it takes phenomenal images with clarity, with a great depth of field," said Dr. Ron Kaminer of Hewlett, N.Y., a user of the camera who spoke with today during an interview at the Greater New York Dental Meeting. "It's great for documentation purposes, for lab purposes or to show something to a patient."

Perhaps best of all, Kaminer said, the camera is "dentist- and assistant-proof" — meaning it is incredibly easy to use.

"You really can't make a mistake with this camera," he said. "There is no learning curve."

From a functional perspective, it has a smart touch screen that brings up a variety of customized programs. There is a standard mode, a mode for surgery and a mirror-image mode. It can take a full-face shot, and there is a whitening program. A drawing tool allows the dentist to draw directly on the screen, making it an integrated teaching camera. In addition, custom modes can also be programmed in.

A shade-matching tab for sending images to the lab is especially helpful, Kaminer said. In this mode, the camera has internal filters that gray out the lips, removing extraneous color information. That way, he said, the lab can create an ideal color match.

"You are sure you are going to get the proper shade when you get it back from the lab," Kaminer said.

The camera is WiFi-enabled, making it easy to share images wirelessly. Other features and benefits of the camera include its light weight and the fact that it is fully insulated with a smooth surface, enabling it to be wiped down with disinfectant.

Perhaps what makes the camera most valuable, Kaminer said, is how well the teaching tool allows him to interact with patients.

"There is no question — a picture is worth a thousand words. The cliché is really legit," he said. "This camera makes ‘selling dentistry’ much more easy."
All new from MyRay, Hyperion X9 is the next generation modular, digital panoramic/ceph imager. The finest in extra-oral imaging, the X9 model offers forty 2D scan options. Want more? A simple field upgrade to 3D CBCT takes less than 2 hours of downtime! Hyperion X9: The clever investment, ideal today, perfect for tomorrow.

X-pod: Stand-Alone Wireless Digital X-Ray Sensor with Handheld Touchscreen

X-pod provides instant digital diagnostic quality radiographs on a handheld device with daylight battery power. It enables you to collect hundreds of hi-res images on Secure Digital cards and then review and enhance them on an integrated touchscreen display without being tethered by an external power supply, wires, software or a PC.

ZenX: Digital X-ray Sensor with High-Speed USB Connectivity

Featuring the latest generation three-layer, 14-bit CMOS detector technology, Zen-X produces the highest resolution radiographs in the industry. With 25 line pairs per mm and comfortable, rounded corners, Zen-X is the top choice in digital radiography. USB 2.0 connectivity powers the sensor and transfers images with ultra high-speed.
Bernard Weissman has some straight-to-the-point advice for would-be dental-product inventors: Don’t worry about how many units you can sell. Try not to even think about that. “There are too many things that can get in the way of the initial purpose of how an invention or improvement can make things better for dentists and patients,” Weissman said. Weissman, president of Dentatus USA, knows what he’s talking about: During his 60-year career, he has patented nearly 100 dental devices, some of which have sales in the tens of millions. Again, though, according to Weissman, sales were never the focus. “I never allowed myself to project sales on paper or even in thought,” Weissman said in an interview Monday on the exhibit floor of the GNYDM. “The only thought that matters is: ‘Will it improve dentistry?’ If it does, and everything is correct, the profit will come.”

Weissman’s career began in the 1940s when he opened a dental lab in Brooklyn. His reputation for high-quality work grew rapidly, and soon he was serving some of the top dental practices in the area. One of those practices was owned by the dean of the New York University College of Dentistry, which led to Weissman being talked into a professorship with the school, a position he held for 20 years.

Through it all, Weissman kept inventing to improve what he calls the “art craft” of dentistry. Among the highlights are TMS screws patented in the ’60s to enable reinforcement of damaged enamel and the Pindex system patented in the mid-’70s, which is still considered the gold standard for creating highly accurate cast models. Weissman sold Whaledent International, the dental company he founded in 1956 to what is now Coltène/Whaledent in 1977. But the inventive thinking never stopped; and, in 1988, he acquired the Stockholm, Sweden-based Dentatus, establishing the North and South American headquarters in New York City the following year.

At Dentatus, the flow of Weissman’s patents has continued at a steady rate, including the Profin Reciprocating Handpiece and the assorted line of Lamineer Tips for finishing and polishing. “Our products cover the full spectrum of restorative dentistry,” Weissman said. “Our factory in Stockholm produces products that are considered by dentists to be the most innovative and useful available.”

In the ’90s, Weissman’s attention turned to making implant technology available to a broader range of patients, especially those with compromised bone structure. First came the MTI, the first narrow-body implant for temporary restorations, which removed the lengthy delays between implant placement and restoration. That has been followed by introduction of Atlas implants for stabilizing overdentures and Anew implants, the only system with screw-retained restorations for crowns and large fixed restorations.

All of the systems are on display here on the GNYDM exhibit floor, and if you time your visit right, Weissman might be available to chat with you. But don’t expect him to reveal too many details about what he’s planning next. The ideas are still flowing, and he always has something big in the works, always guided by the same philosophy: Make sure it’s going to help dentists perform better work and help patients enjoy better outcomes — and be affordable enough that both can actually take advantage of it.

And don’t worry about sales until a proven, safe, beneficial function is ready for dentists to confirm as “correct.”
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Gerald Ross DDS—Tottenham, ON
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NewTom: First in show

Pioneer imaging company offering three products

By Robert Selleck, today Staff

NewTom, the company that introduced 3-D cone-beam imaging to dentistry, is at the Greater New York Dental Meeting with show specials on all of its offerings. And the offerings are substantial.

“NewTom offers a line of one of the most superb 3-D-imaging cone-beam products available today, and it is sold by distribution and direct,” said NewTom Product Manager Sabine Nahme, describing the product line during an interview in the GNYDM exhibit hall Tuesday afternoon.

“We were the first company to introduce cone-beam technology to the dental community, Nahme said. “And today the NewTom line offers a product for every dental need.”

• The GiANO 2-D panoramic unit has a modular sensor, which makes it possible to upgrade to 3-D cone-beam, making it attractive to practices looking for high-quality scanning capabilities at a competitive price.

• The NewTom VGi 3-D cone-beam system is offered in two versions, one for in the office and a special version, the VGi Flex, for mobile use. “The VGi Flex comes with one of the only full warranties on a mobile unit,” Nahme said.

• The NewTom 5G is primarily used in imaging centers and maxillofacial surgery offices as well as by ear, nose and throat specialists. Nahme said FDA approval is expected soon for additional medical uses.

“All turn 360 degrees during the scan,” Nahme said. “And because of the full rotation and other technical specifications, these units provide exceptional image quality. All have high-resolution scanning capability and all use Safebeam, our trademarked technology that assures low radiation dosages for patient safety.”

The NewTom VGi and the GiANO are on display in the NewTom booth, No. 2000 in the GNYDM exhibit hall. Nahme is available to help you with any questions, and she also can be contacted at (941) 779-3600.

Here at the GNYDM

Learn more about the NewTom line of cone-beam imaging units in booth No. 2000, or contact NewTom Product Manager Sabine Nahme at (941) 779-3600.
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900.363.3698 | Orascoptic.com
Valplast displays latest techniques for removable partial dentures

By Valplast Staff

Here at the Greater New York Dental Meeting, Valplast International Corp. is making it its mission to cater to the vast audience that comprises the dental industry. At booth No. 801, Valplast is offering marketing materials for dental offices and laboratories alike.

The main attraction is the groundbreaking digital impression techniques for RPDs and CAD/CAM technology from Precise-Fit. Complete with products for home denture care and models presenting a variety of RPD solutions, the Valplast team has much to offer.

New products are now on display at the Valplast booth, including our kits that are ideal for Valplast chairside adjustment. Our finishing and polishing kits are also available for dental laboratories and are being demonstrated as well.

Valplast has had a presence at the Greater New York Dental Meeting for decades.

The company is focused on technology and products that enhance patient satisfaction and streamline the entire treatment process for removable partial dentures.

Make sure to stop by the Valplast International booth, No. 801. (Photo/Provided by Valplast International)

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Here at the GNYDM

Stop by the Valplast International booth, No. 801, to see demonstrations of the chairside adjustment kits and the finishing and polishing kits.

TAUB Products announces launch of Zero-G Bio Implant Cement

TAUB Products has announced the launch of Zero-G Bio Implant Cement. Zero-G is a dual-cure implant cement and is recommended for intermediate to long-term cementation of implant-retained restorations. This cement can also be used for traditional crown and bridge restorations.

It can be cured with light in as little as 20 seconds, which allows for complete margin curing. Working time for self-curing is one minute and 45 seconds, and complete set time is two minutes and 30 seconds.

Zero-G provides radiopacity for good visualization after cementation. Its color provides great contrast to gingival tissue. Zero-G is available as a kit (item No. 46-1000) that contains two 7-gram filled syringes and 20 auto-mixing tips.

For more information on TAUB and its products, call (800) 828-2634, visit www.taubdental.com or stop by the booth, No. 2708.

Here at the GNYDM

Stop by the Valplast International booth, No. 801, to see demonstrations of the chairside adjustment kits and the finishing and polishing kits.
Year End Premium Bundles

Section 179 benefits may be decreasing, but Henry Schein is counteracting this by bringing you more savings than ever, up to $55,000* on Bundled Digital Solutions!

Stop by Henry Schein Booth #4225 to Learn More!

For more information, contact your local Henry Schein consultant or call 1-800-645-6594, prompt #1.

*Price may vary based on model purchased, savings based on manufacturers MSRP.
By March 27, all practitioners in New York State — including dental professionals — will be required to issue all prescriptions in electronic format.

What does that mean you?

• Every prescription you make must be written, recorded, transmitted or stored by electronic means and approved with your electronic signature.

• Using an ePrescribing system that has been certified and audited in accordance with DEA regulations, you must transmit those prescriptions, electronically encrypted for safety, directly to a pharmacy.

• Before starting electronic prescribing, you must obtain authentication and validation of your prescriber status in accordance with the DEA regulations and register your controlled substance ePrescribing software with the New York State Bureau of Narcotic Enforcement (BNE).

Electronic prescription transmissions are not yet as common in dental practices as they are in physician practices and hospitals. According to the American Dental Association's Standards Committee on Dental Informatics, there are many scenarios in which ePrescribing can streamline processes and benefit dental practices and patients:

• When a patient seen in the practice needs a prescribed medication, if the practice is computerized, the dental professional can view the patient record in the treatment room and make a prescribing decision chairside, helping to save time for herself and her patient.

• In a practice in which the only computer terminals are at the front desk, ePrescribing applications allow the dentist to view medical alerts related to a specific patient and adjust the prescription accordingly before it gets sent to the pharmacy, enhancing patient safety and reducing the likelihood of medication errors.

• Assistants and dentists type the prescription, often using an alphabetical drop-down picklist, reducing the potential for misspellings, illegible handwriting or other transcription errors that could lead to time-consuming confusion or potentially harmful dispensing errors.

• For additional medication decision support, many ePrescribing systems allow dental professionals to view options and choose between generic and/or brand names for a medication and receive warnings showing potential contraindications, side effects, drug-to-drug interactions, drug allergy reactions and more.

• Mandatory authorization codes and any prescribing restrictions are set up within the ePrescribing system to automatically attach to the prescription. Also, the transmission to the pharmacy is done with just a few clicks, making the process fast and simple for the dentist.

• Dental practices can easily generate reports and printouts for patients.

• The transmission is recorded within the patient record for easy viewing on subsequent appointments with the patient to help inform ongoing treatment decisions.

Get Lexicomp ePrescribe

Wolters Kluwer Clinical Drug Information understands that dental professionals have unique pharmacology information needs apart from those of physicians or pharmacists. That’s why it offers Lexicomp ePrescribe, powered by DoseSpot®, the industry’s only dental-specific ePrescribing applications containing the medication information and alerts you need as a dentist.

Process all prescriptions electronically — including controlled substances — and access valuable Lexicomp drug and interaction information to enhance medication safety and improve the efficiency of your practice.

How will dentists use ePrescribing?

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Cefla’s multi-faceted organization and experienced engineering staffs ensure that we are in touch with professional changes and requirements throughout the world and can help drive the evolution of the industry.

In business for more than 80 years, our employees are also owners who are highly involved in the corporate structure.

We operate with long-term sustainability in mind, not simply short-term profits. We work diligently to foster principles of cooperation throughout the organization and as such are able to benefit from synergies in every aspect of design, engineering and manufacturing.

Our broad range of experience and capabilities have made Cefla Europe’s No. 1 dental-chair manufacturer. As such, Cefla Dental Group is able to draw on synergies from design through manufacturing, employing the highest standards in every phase. This means our customers get cutting-edge products at world-competitive prices.

Our North American headquarters is based in Charlotte, N.C. From here, we provide outstanding customer service and technical support, along with warehousing of new products and a complete spare-parts inventory. We have a national network of certified technicians to assist our dental dealer partners in providing on-site training, service and repairs where necessary.

Cefla Dental Group includes:

• MyRay: Offers a broad product range of imaging solutions for all 2-D and 3-D imaging applications with exceptional image quality. This includes 2-D and 3-D CBCT panoramic imagers, DC X-ray units, wired and wireless digital intraoral sensors, intraoral cameras and a robust, user-friendly imaging software platform.

• NewTom: A pioneer of cone-beam 3-D imaging in the dental market and continued global leader, NewTom continues to set new standards in the industry. NewTom products are engineered to provide exceptional image quality, accuracy and flexibility while minimizing patient radiation exposure.

• Anthos: Recently launched in North America, the Anthos line of operatory chair packages offers a level of technology, function and esthetics never before seen from a manufacturer in the U.S. market, according to Cefla.

• Stern Weber: Innovators in combining technology and ergonomics of the patient treatment center, Stern Weber continues to set the standard for dental units in patient and practitioner comfort. Stern Weber also offers a wide variety of products and accessories.

Combining ongoing innovations with a customer-oriented focus means the dental practitioners’ needs are addressed in a timely fashion. Because we have multiple contacts across Europe and North America, with knowledgeable research and development teams at all divisional headquarters, we have the capability to be apprised of industry changes across the globe.
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As an added feature, still photographs can be taken from live video feed or during playback mode. The video or still images can be uploaded into a patient file, included in a presentation or course or shared with a colleague or laboratory for collaborative consultations.

The NanoCamHD complete system includes a color-corrected ULTRA Mini LED DayLite® headlight. The combination headlight/NanoCamHD weighs 1.1 ounces and can be attached to your loupes or worn on a lightweight headband.

The system also includes a foot pedal to allow for hands-free operation of the record/pause, mute/unmute and still photography features.

For best results, combine the NanoCamHD with Designs for Vision’s dental telescopes. Matching true magnification levels of 2.5x, 3.5x or 4.5x will produce the most realistic simulation from the user’s perspective. The NanoCam can also be attached to the new Nike® Retro frames or the new DVI Sport frames.

Orascoptic launches RDH Elite loupe

Orascoptic, a leader in vision solutions, introduces RDH Elite™ — a loupes designed with a singular focus on dental hygiene.

Utilizing a team of both practicing hygienists and industry recognized experts in ergonomics and infection control, Orascoptic co-engineered a loupes centered on improving ergonomics, productivity and career longevity.

Encompassing an optimal field width and depth recommended for dental hygiene professionals, the RDH Elite optics deliver a crisp image with edge-to-edge clarity throughout the entire field of view. A high-definition resolution also assists in distinguishing periodontal probe markings during pocket depth readings.

Taking overall comfort into account, the RDH Elite frame sports an adjustable nose pad and temple tips for a customizable fit. Capitalizing on ever-changing fashion, the frame includes interchangeable temple tips and color emblems for added personalization.

RDH Elite can be configured as a through-the-lens (TTL) or flip-up. Sizes are available in small and regular.

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The RDH Elite loupes. (Photo/Provided by Orascoptic)
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Sunstar expands horizons to enhance efficiency throughout the dental practice

By Sunstar Americas Staff

A leading oral health-care products manufacturer, Sunstar Americas is using the Greater New York Dental Meeting to showcase efficiency-enhancing innovations for not only its traditional area of hygiene care but for periodontal procedures as well.

Looking to augment its longstanding heritage as a dental hygiene innovator, Sunstar will spotlight its new Butler® Prophyciency™ disposable prophy angles, which clean and polish without paste. In addition, the company will expand its reach within the dental practice with its launch of a bone-grafting solution named GUIDOR® easy-graft™.

Butler Prophyciency disposable prophy angles, the latest breakthrough in professional dental hygiene pioneered by Sunstar, represent a smarter way to clean. They can save hygienists considerable time by eliminating the need to refill the cup in the prophy angle as well as the need for the patient to rinse during a cleaning, by providing much better visibility during cleaning and by simplifying cleanup between patients because of the lack of paste splatter or mess.

Moreover, Butler Prophyciency delivers versatile cleaning efficacy. Its unique ButlerBloom™ Contouring Cup is designed to effectively clean and polish interproximally, subgingivally and on all facial and lingual tooth surfaces. It adapts better to follow contours on all tooth surfaces, and it transitions easily from tooth to tooth.

One study revealed that 78 percent of patients who received a Prophyciency prophylaxis preferred it to the traditional procedure. A related study revealed that 71 percent of dental professionals who used Prophyciency felt it would be beneficial to their polishing procedure and patient care.

GUIDOR easy-graft is an ultra-efficient bone grafting solution being introduced by Sunstar into the North American market after years of success in overseas markets. It is a fully resorbable, synthetic bone-graft substitute that is designed to appeal to clinicians who seek stability, osteoconductivity and control of placement, according to the company.

Each GUIDOR easy-graft system is composed of beta-tricalcium phosphate granules coated with a polylactide polymer that are mixed with an N-methyl-2-pyrrolidone liquid activator called BioLinker® to form a permeable, moldable material that hardens to form a stable, porous scaffold. This unique combination of materials in GUIDOR easy-graft provides the foundation for easy preparation, dispensing and shaping.

The porosity of the granule supports material resorption and bone regeneration. A majority of clinicians surveyed, according to the company, said they use GUIDOR easy-graft because preparation and placement are simpler and faster than other bone graft materials and because it does not require a membrane in many cases.

“We feel these two innovations will have a dramatic impact on the efficiency of our valued customers,” said Aaron Pfarrer, senior director of marketing and professional relations for Sunstar. “Butler Prophyciency builds on our rich heritage of enhancing the efficacy and convenience of hygiene care, while GUIDOR easy-graft will enable us to bring the same degree of ingenuity to periodontics that we have been bringing to dental hygiene for decades.”
See What’s NEW at GNYDM Booths 2012 and 5026

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1/3 the weight of competing systems - Telescopes, Light and Cable shown here weigh less than 60 grams.
Many dental products are used only once, including mixing tips used to prepare cements, impression materials and temporary crown-and-bridge (C&B) material. Following application, the mixer and any material left inside is discarded.

To help dentists work more efficiently and sustainably, Switzerland’s Sulzer Mixpac has enhanced its tried-and-tested mixers: The new T-MIXER™ is significantly shorter, so material can be mixed even more quickly.

For example, the new blue model saves about 0.4 ml of material per C&B application compared with its predecessor. If a dentist performs an average of four C&B sessions per day, this adds up to 360 ml of savings every year, which is equivalent to seven 50 ml C&B cartridges.

Assuming average costs of $100 per temporary C&B material cartridge, the new T-MIXER helps cut annual material costs by approximately $700. And the mixing result is even better.

A T-MIXER’s endorsement by The Dental Advisor affirms its clinical evaluation. This product enables dentists to not only improve the health and well-being of their patients, but also make their business more efficient, according to the company.

Learn more about Sulzer’s T-MIXER product family from your specialty retailers and by viewing a short film at bit.ly/T-Mixer.

Reference
1. The Dental Advisor, published by Dental Consultants Inc., clinical evaluations of products.

MIS Implants announces new CEO

MIS Implants announces that Charles D. Goodwin has accepted the position of chief executive officer. He replaces Motti Weisman, who has assumed the position of president. This follows a diligent selection process by the board of directors of MIS Implants, Ltd.

Goodwin comes to MIS after a 20-year career in the medical device industry, starting out as a sales rep and working his way up to president of various divisions. He has been responsible for global commercial strategy and has consistently exceeded cooperate objectives, driving significant growth.

“Charlie is perfectly suited to this position, as his background includes a variety of high-level positions in medical device companies,” Weisman said. “He understands the next steps we will take to bring MIS to the next level.”

Here at the GNYDM

To check out the new T-MIXER tips for yourself, stop by the Sulzer Mixpac booth, No. 4822.

Here at the GNYDM

For more information about MIS Implants, stop by the booth, No. 1423, or go online to www.misimplants.com.

New T-MIXER tips are designed to reduce material waste, improve efficiency and lower costs. (Photo/Provided by Sulzer Mixpac)
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By Academy of Osseointegration Staff


This program will feature three days of scientific sessions. You may preview the schedule-of-events below:

Thursday, March 12
• 8 a.m.-noon: Corporate Forum, featuring companies such as BioHorizons, DENTSPLY Implants, Intra-Lock International and many more.
• 1:515 p.m.: Welcome remarks and opening symposium, “The Power of Collaboration and the Team Approach,” featuring a session with Dr. Dennis Tarnow and Dr. Stephen Chu, among many others.
• 5:15-6:45 p.m.: Exhibit hall, welcome reception and ePoster presentations.

Friday, March 13
• 7-8 a.m.: Morning with the Masters, which offer smaller group sessions designed to provide you the opportunity to interact with world-renowned experts. All “Morning with the Masters” sessions run concurrently.
• 8 a.m.-noon: Surgical track, “Current Surgical Challenges in Practice.”
• 8 a.m.-noon: Restorative track: “Current Restorative Challenges in Practice.”
• 1:30-5 p.m.: Focus on South Korea Symposium.
• 1:30-5 p.m.: Science in Treatment, “What’s the Evidence?”
• 7-9 p.m.: President’s Reception at The Exploratorium, which will open its doors exclusively for our attendees and their registered guests at this free event. Courtesy transportation will be provided.

Saturday, March 14
• 8 a.m.-4 p.m.: TEAM Program. For all members of the dental team: dentists, implant treatment coordinators, hygienists, assistants and receptionists. (Formerly the Allied Staff Program.)
• 8 a.m.-4 p.m.: Laboratory Technician Program, “Simplifying the Use of Technology, Communication and Art to Create the Smile: From Planning to Delivery.”
• 8 a.m.-noon: “Considerations for Monday Morning’s Patient” with topics such as “Clinical Decision Making: What Do We Need to Know?” and “Maintenance: The Key to Successful Implant Therapy.”
• Noon-1:30 p.m.: “Lunch & Learn Sessions” with a wide variety of topics and speakers, including “Vertical Ridge Augmentation: Classic GBR Protocol and rhBMP-2 Bone Graft/Ti-Mesh Protocol” with Dr. Sascha Jovanovic, “Blueprints for Success: How to Maximize 3-D Planning for Simple to Complex Cases” with Dr. Scott Ganz and many more.
• 2:30-3:30 p.m.: “Ethics in Implant Dentistry.”
• 2:30-5 p.m.: Closing symposium, an Interactive Session, “Putting it All Together — Two Missing Adjacent Teeth in the Esthetic Zone: Options for Treatment.”

For more information, or to register today and save $250 off the full registration rate, visit www.osseo.org/events/meetings/2015/index.html.

About the Academy of Osseointegration

With 6,000 members in 70 countries around the world, the Academy of Osseointegration (AO) is recognized as the premier international association for professionals interested in implant dentistry. AO aims to serve as a nexus where specialists and generalists can come together to evaluate emerging research, technology and techniques, share best practices and coordinate optimal patient care using timely, evidence-based information. Follow AO on Facebook and Twitter.
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  All the programs are in the morning — leaving you the balance of your day to spend time with your family. Reduced rates are available at the family-friendly Longboat Key Club and Resort. The 2015 speakers include:

- **Howard S. Glazer, DDS**, covering “What’s Hot and What’s Getting Hotter: New Materials and Techniques.” Glazer is a past president of the AGD and founding member of the Canadian Academy for Esthetic Dentistry (CAED). He has been named a “Leading Clinician in Continuing Education” by Dentistry Today, and a “Top Dentist” by New Jersey Monthly. He has a general practice in Fort Lee, N.J. Glazer describes his programs as being “about real dentistry for real people by a real dentist.” He will present a potpourri of materials and techniques designed to make your day at the office easier, more productive and more fun. Your entire dental team can benefit from learning about the latest products and benefits.

- **George Freedman, DDS** will cover topics focused on how to “Improve Your Productivity with Innovative Dentistry.” Freedman is a founder and past president of the American Academy of Cosmetic Dentistry and a founder of the CAED. His most recent textbook is “Contemporary Esthetic Dentistry” (Elsevier). His private practice in esthetic dentistry is in Toronto. His presentation will cover technologies and materials that improve patient acceptance, clinical efficiency and practice productivity; stress-free, cement-free, far-less-expensive implants; the latest (seventh generation) adhesives; and state-of-the-art composites, cements, curing lights and novel matrix systems. In “Comfortable Cavity Preparation,” he covers impression materials for wet environments and non-surgical, non-antibiotic periodontal treatment and much more.

- **Fay Goldstep, DMD**, will cover “The Bioactive Patient.” Goldstep has served on the teaching faculties of post-graduate programs in esthetic dentistry at multiple U.S. universities. She has lectured nationally and internationally on soft-tissue lasers, electronic caries detection, healing dentistry and innovations in hygiene. Goldstep has a private practice in Toronto. According to Goldstep, patients are “living, breathing bioactive beings,” and dental practitioners need tools to guide bioactive structures. Participants will learn how to use glass ionomers, goniometers and biodentine; how soft-tissue lasers can biostimulate tissue repair and healing; and how to enhance an in-office peri-oral practice.

- **Tennil Toole** will cover “The Next Level for the Digital Dental Practice.” She will guide you through high-profile trends and lesser-known shifts you may be unfamiliar with. She will show you how to charge up your patient database by integrating user-friendly acquisition tools into your daily communications.

Glazer describes his programs as being “about real dentistry for real people by a real dentist.” He will present a potpourri of materials and techniques designed to make your day at the office easier, more productive and more fun. Your entire dental team can benefit from learning about the latest products and benefits.

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